



Senior Grain Originator

The Senior Grain Originator is responsible for proactively sourcing, purchasing, and managing grain origination across multiple regions and producer networks. A critical part of this role is supporting Operations, staying closely connected to daily activity at each elevator, and ensuring the origination strategy aligns with what is happening on the ground.

This position requires a highly engaged, relationship-driven individual who thrives in a fast-paced environment. The Senior Grain Originator plays a leadership role within the Merchandising/Originations team and collaborates closely with Operations, Logistics, and the Senior Leadership Team to ensure seamless execution.

Key Responsibilities

Grain Procurement & Relationship Management

- Develop and maintain strong, trust-based relationships with current and prospective growers.
- Develop and execute growth strategies for all regions, aligned with site capacity and company goals.
- Proactively originate grain through on-farm visits, phone calls, and ongoing account management.
- Understand each grower's operation, cropping plans, and marketing style to offer tailored contracting options.
- Manage and grow a producer portfolio while identifying new origination opportunities.

Operational Awareness & Support

- Maintain active, daily communication with each elevator location to understand receiving capacity, quality needs, inventory positions, and any operational challenges.
- Be fully engaged in harvest operations, offering support to teams at all locations and being available during extended hours as required by seasonal demands.
- Adjust bid levels, procurement priorities, and contract executions based on real-time operational realities.
- Support Operations and Logistics with accurate delivery scheduling, problem-solving, and customer coordination.
- Participate in operational planning meetings to stay aligned with site needs and company-wide goals.



Market Intelligence & Contracting

- Monitor grain markets, basis levels, crop production trends, and global commodity drivers.
- Provide timely market insights and risk-management recommendations to growers.
- Execute and manage a variety of grain purchasing contracts (cash, basis, futures-to-arrive, production, specialty programs, IP soybeans, etc.).
- Work with the merchandising team to set competitive and profitable bid structures.

Leadership of the Originations Team

- Provide direct leadership, coaching, and development to the Originations team.
- Set clear goals, targets, and expectations for team members aligned with company strategy.
- Support team growth by identifying skill gaps, training needs, and development opportunities.
- Facilitate regular communication, ensuring alignment on market conditions, operational needs, and customer priorities.
- Foster a collaborative, supportive, and high-performing team environment.

Qualifications & Experience

- 5–10+ years of experience in grain origination, merchandising, or agricultural sales (senior-level experience preferred).
- Demonstrated ability to work effectively with Operations and support high-demand, seasonal workloads.
- Valid G license (or equivalent) and willingness to travel within assigned territory.
- Strong communication, negotiation, and analytical skills.
- High level of integrity, professionalism, and customer focus.
- Strong situational awareness; able to adapt quickly to changing operational needs.
- Highly organized with strong follow-through.

Working Conditions

- Combination of office, elevator locations, and on-farm visits.
- Travel required within the region.
- Extended and flexible hours required during harvest and other peak seasons.